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NATIONAL CANNERS ASSOCIATION For Members Only

No. 1215

Washington, D. C.

December 18, 1948

Continuation of Tin Controls Asked by Commerce Secretary

Distribution and use controls over tin, rail transportation controls, and export controls authorized under the Second Decontrol Act of 1947 still are necessary and should be continued, it was recommended this week by Secretary of Commerce Charles Sawyer. Mr. Sawyer's recommendations were contained in his Fifth Quarterly Report under the Act. Tin and transportation controls are scheduled to expire June 30, 1949, and export controls on February 28.

BAE Reports 2 Percent Less Processing Crop Production

The aggregate production of 11 truck crops for commercial processing, including crops for canning, freezing, pickling and other processing exclusive of dehydration, is 5,458,500 tons, 2 percent less than the 1947 production of 5,562,720 tons, according to a year-end report on processing crops issued yesterday by the Bureau of Agricultural Economics.

This year's crop of sweet corn is the largest on record, exceeding the previous high 1942 crop of 1,282,500 tons by about 3 percent, BAE said. Lima bean production also is the largest on record.

Yields obtained in 1948 were above average for all processing vegetables except asparagus, green peas, and spinach. In spite of severe losses from disease in local areas of the East, the yield per acre of processing tomatoes for the country has never been exceeded. The yield of 2.80 tons per acre for sweet corn also is the highest on record, BAE reported.

Canada Eases Embargo

Canada's embargo against the importation of canned meats, all oysters and other shellfish, and condensed milk will be lifted on January 1, according to information received by the Office of International Trade. These foodstuffs were heretofore prohibited entry, but will be admitted without regard to quota after the first of the year.

Preliminary Program Details Of the 1949 Convention

Program details for the three general sessions of the 42nd Annual Convention of the National Canners Association, and for two of the conference sessions, have been completed, and are reproduced on pages 402-403, along with the program of the joint wholesale grocer-canner meeting which closes the convention of the National-American Wholesale Grocers Association and launches the period of N.C.A. Convention activities on Friday afternoon, January 14, at Atlantic City.

Full details of a joint conference on insecticides and their residue hazards, co-sponsored by the N.C.A. Research Laboratories and Raw Products Bureau scheduled for Monday afternoon, January 17, have not been completed but will be announced in a later issue of the INFORMATION LETTER, as will the complete details of the conference planned by the Fishery Products Division for the same afternoon. A Raw Products conference planned for Tuesday afternoon, January 18, also will be detailed later. In cases where programs are not presented in full in this issue, paragraphs characterizing the given session are presented, so that with this preliminary publication of the Convention agenda, members are given a pretty complete picture of the program attractions that will be offered at Atlantic City during the period January 14 to 19 inclusive.

A majority of the Committee meetings to be held in the two or three days preceding the Convention have been scheduled. Those now determined are listed on page 401.



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MEETINGS

NEED FOR IMPORTING FARM LABOR CITED BY McGOVERN

N. C. A. Vice President Speaks At Minnesota; Campbell At Ohio Meeting

There is no possibility of obtaining all of the necessary agricultural labor from domestic sources for getting in the canning crops next year and resort will have to be made to importation of foreign labor, the Minnesota Canners Association was told this week by John F. McGovern, First Vice President of the National Canners Association, in an address at their annual convention.

The Ohio Canners Association, in session at its 41st annual convention, heard Secretary Carlos Campbell explain that "housewives apparently have observed in their shopping that canned fruits and vegetables are their best buy because with them they can make the family food budget go further." The N.C.A. label film, "Better Labels," was shown to the Ohio canners by Happer Payne.

For the Ohio meeting, the N.C.A. prepared and distributed press releases reporting the participation by Association personnel in this program. Copies were sent to regional offices of the national wire services (AP, UP and INS) in Cincinnati, Cleveland and Columbus, and to a total of 96 dailies, 98 weeklies, 14 bi-weeklies, and 35 trade papers, as well as to 48 radio commentators with national and local audiences. For the Minnesota meeting, the N.C.A. sent releases to wire service offices in Minneapolis and St. Paul, and to a total of 25 dailies, 90 weeklies, 3 bi-weeklies, 31 trade papers, and 45 radio commentators. Also copies were supplied to State secretaries for distribution to press representatives covering the meetings.

In speaking of the farm labor situation, Mr. McGovern declared:

"It is no exaggeration to say that the farm labor situation next year will in all probability be as tight and perhaps worse than during the past year. Certainly with the defense program and current domestic work opportunities in industry, with 61 million workers employed in America, we have no reason to suppose there will be any less need for foreign workers to harvest our crops, whatever the yield may be."

The situation gets worse instead of better, he pointed out. During the war, he explained, the general program of use of imported labor was extensive. One hundred and fifty thousand war prisoners were used also. When peace came, Government economists were expecting that a recession in employment would ensue, and that that situation would take care of the constant crop need for agricultural labor.

It is well known that this development never occurred, Mr. McGovern asserted. "Instead, we are faced now with twice the acreage we had in 1940, we have had a population increase of 11 percent or equal to the entire population of Canada, and our consumption per capita rated at 17 percent higher than prewar is greater than ever before. Earning power is up and appears to be going higher and the public is eating more.

"All this spells increased canned foods production and there appears to be no possibility of getting all of the needed agricultural labor supply out of the domestic labor pool, particularly since a lot of our people, with other work opportunities available, will avoid so-called 'stoop labor.'

"Our only safe and sure source of labor supply therefore is imported foreign labor. When perishable crops reach maturity we must have those workers on hand or we lose thousands of acres of grower crops.

"Under present arrangements with the Government authorities that manage the use of foreign labor, we can obtain such help only when we have exhausted all domestic sources and frequently that is too late. And even then we can have it in only the volume that is specified on the basis of past statistics, with no account taken of the growing necessity for expanded acreage. Furthermore we lose a lot of time getting our requirements organized and standing by for action because of the red tape we must go through in the recruitment of our sorely needed foreign help."

Mr. McGovern reported to Minnesota canners the results of recent meetings held in Washington to formulate plans, make suggestions, and propose legislation for a Mexican recruitment program for 1949 and to explore other effects to ease the situation covering the use of foreign nationals. The meetings were attended by representative growers from all industries using foreign nationals, he said.

Recommendations were presented, he stated, and committees are at work now on the several phases of the proposed program for 1949. These should be developed sufficiently for presentation at the National Canners Convention, in January, at Atlantic City, as well as for consideration of the Congress at the opening of the session, he believes.

"It behooves every canner," Mr. McGovern asserted, "to exercise every bit of foresight and make the best and most sensible planning of which he is capable before embarking on an illy-conceived and hastily-devised program for 1949.

"We always hear talk of the great possibilities in a good-neighbor policy, but that kind of a policy should work both ways. Our good neighbors have services to offer—labor services. On our part we have dollars to offer for such services, and this means a new outlook for them on living standards. If we want to sell them goods, they must have dollars. A sound importlabor policy will be a sound goodneighbor policy, with equal advantages and benefits to both sides."

FARM LABOR

Farm Labor Developments

The United States Employment Service, Immigration and Naturalization Service, and the State Department, through its Mexican Affairs Division, have agreed to propose to Mexico a crossing-card system for the admission of Mexican Nationals for work in agriculture and to request the commencement with Mexico in January, 1949.

The crossing-card plan, under suitable controls, and the desirability of the appointment of farm labor users as collaborators were the principal results of the farm labor meetings held in Washington during the week of December 5. However, acceptance of these two recommendations by the Government agencies was obtained on December 13.

Should the Mexican government, which recently abrogated the 1948 agreement, find the crossing-card plan unacceptable, the State Department will proceed in an effort to negotiate a short-form agreement to operate until a permanent agreement is adopted. Farm labor users registered with the USES, I & NS and State Department officials their unanimous dissatisfaction with the manner in which the 1948 agreement was interpreted by Mexico and the terms of work contracts under the agreement.

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SYMPOSIUM SPEAKERS

TWO WHOLESALE GROCER REPRESENTATIVES APPEARING ON MERCHANDISING SYMPOSIUM HAVE LONG EXPERIENCE

Arthur Ehrenfeld, NAWGA Speaker, And C. W. Ragland, USWGA, Are Highly Regarded

Two wholesale grocers having long experience and a thorough knowledge of the problems of canned foods merchandising will present their views on that subject as participants in the "Symposium on the Merchandising of Canned Foods" which will be a feature of the Second General Session of the 1949 Canners Convention.

Arthur Ehrenfeld, representing the National-American Wholesale Grocers Association, and Charles S. Ragland, speaker for the United States Wholesale Grocers Association, have bought and sold canned foods for many years. Mr. Ehrenfeld became associated with Francis H. Leggett & Company, New York City, in 1920. Mr. Ragland now is president of the C. B. Ragland Company in Nashville, Tenn., a firm founded by his father.

Both men are widely regarded as leaders in progressive merchandising methods. Also, both are active in the organizations which selected them as representatives on the symposium. Each of the various distributing interests was invited to designate the best-informed and most competent member to speak for about ten minutes on canned foods merchandising, to present a practical picture of that important topic.

The N.C.A. Convention Committee, which has laid plans for the staging of the symposium, has arranged for presentations avoiding common generalities and pointing up specific aspects of canned foods merchandising today. Other speakers booked for the symposium are:

Railroad Reservations For Canners Convention

Canners again are reminded of the advisability of making railroad reservations for their trips to and from the Canners Convention in Atlantic City in January. Railroad travel in the East will be extremely heavy at that time because of the inaugu-



ARTHUR EHRENFELD CHARLES S. RAGLAND

Harold Patterson, vice president, Lyndonville Canning Co., Lyndonville, N. Y., moderator.

John L. Baxter, H. C. Baxter & Bro., Brunswick, Me., for the National Canners Association.

W. T. Dahl, Dahl's Food Market, Des Moines, Iowa, for the National Association of Retail Grocers.

Hugh J. Davern, vice president in charge of merchandising, Grand Union Company, New York City, for the Super Market Institute.

Forrest L. Fraser, assistant director of grocery merchandising, The Kroger Company, Cincinnati, for the National Association of Food Chains.

John P. Houck, M. W. Houck & Bro., New York City, for the National Food Brokers Association.

Paul Willis for the Grocery Manufacturers of America, Inc.

Young Guard Banquet

The Young Guard Society reports good advance sales of tickets for its gala banquet and entertainment to be held at the Hotel Traymore at 7 p. m. on January 17. Bob Eirich, Young Guard secretary, announces that some choice tables still are available. The deadline for reservations is December 31. Checks should be mailed to Mr. Eirich at 1600 S. Clinton St., Baltimore 24, Md.

"Better Labels"

The color motion picture with sound entitled "Better Labels," which illustrates the industry's voluntary descriptive labeling program, is to be shown at the N.C.A.'s booth in Convention Hall. It is planned to show the film every half hour during the hours that the hall is open.

Schedule of Meetings Of N.C.A. Committees

A majority of the Committee meetings to be held in the two or three days preceding the Convention at Atlantic City have been scheduled. Those now determined are listed below:

Wednesday, January 12

Scientific Research Committee, 10 a.m., N.C.A. Headquarters at Washington, D. C.

Budget Committee, 10 a.m., N.C.A. Headquarters at Washington, D. C.

Thursday, January 13

Agricultural Policy Committee, 10 a.m., N.C.A. Headquarters at Washington, D. C.

Scientific Research Committee, 10 a.m., N.C.A. Headquarters at Washington, D. C.

Friday, January 14

Buildings Committee, 11 a.m., Club Room, Traymore

Home Economics Dinner Meeting, 7 p.m., Chippendale Room, Tray-

Statistics Committee Dinner Meeting, 7 p.m., Pine Room, Traymore

Saturday, January 15

Raw Products Committee, 9:30 a.m., Chippendale Room, Traymore

Legislative Committee, 10 a.m., Club Room, Traymore

Labeling Committee, 10 a.m., Mandarin Room, Traymore

Convention Committee Luncheon Meeting, 12:30 p.m., Pine Room, Traymore

Administrative Council, 2 p.m., Stratosphere Room, Traymore

Sunday, January 16

Board of Directors, 10 a.m., Rose Room, Traymore

Baby Foods Committee, 2:30 p.m., Room 10, Convention Hall

Canning Industry Research, Inc., 4 p.m., Pine Room, Traymore

Menday, January 17

Nominating Committee, 9 a.m., Room 1, Convention Hall

Last Call for Convention Telephone Directory Copy

All copy for the Convention Telephone Directory must be returned to the Association by December 23. Listings indicating hotel locations for canners and brokers received after that date cannot be assured of being included in the Directory. Canners are requested to urge brokers to send in their listings.

42ND ANNUAL CONVENTION

FRIDAY • January 14

2 P.M. Joint Grocer-Canner Session

Renaissance Room, Ambassador Hotel

Presiding: ARTHUR W. LUTZ, President, National-American Wholesale Grocers Association, and HOWARD T. CUMMING, President, National Canners Association

Address: "1949 Exhibit of Canning Machinery and Supplies"—HAL W. JOHNSTON, Chairman, Publicity Committee, Canning Machinery & Supplies Association

Address: "A Marketing Analyst Looks at the Canned Foods Industry"—WILLIAM H. SCHILLE, President, The Bidding Purchasing Company

Address: "A Canner Looks at the Canned Foods Industry"—JOHN L. BAXTER, Conference Committee, National Canners Association

Address: "A Distributor Looks at the Canned Foods Industry"—G. T. McCARTNEY, Director, National-American Wholesale Grocers Association

Address: "A Salesman Looks at the Canned Foods Industry"—MORRIS I. PICKUS, President, The Personnel Institute, Inc.

MONDAY • January 17

10 A.M. Opening General Session

Ballroom, Convention Hall

Presiding: HOWARD T. CUMMING, President, National Canners Association

Invocation: REV. R. F. GARNET, Pastor, St. Andrew's-by-the-Sea Lutheran Church

Greetings: MR. CUMMING

Report of Committee on Nominations: MARC C. HUTCHINSON, Chairman

Election of Officers

Address: "Canned Foods and the New Legal Rules of Pricing"—H. THOMAS AUSTERN, Chief Counsel, National Canners Association

Address: "Canners' Choice"—THE HONORABLE LOWELL B. MASON, Commissioner, The Federal Trade Commission

Address: "Economic Freedom"—THE HONORABLE HAROLD E. STASSEN, President, University of Pennsylvania

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2 P.M. Joint Conference—Raw Products Bureau and Laboratory

Room B, Convention Hall

The conference will be devoted to a round take discussion of the toxicology of insecticides at their residue hazards. Various aspects of this prelem will be presented by representatives of the Food and Drug Administration, Bureau of Enterpology and Plant Quarantine, State Experimental Stations and members of the canning industry.

2 P.M. Fishery Products Conference

Room 20, Convention Hall

Following showing of a motion picture "It's in Maine Sardine," speakers will be Dr. L. A. Walfer Chief, Branch of Fishery Biology, Fish and Wildlif Service, on "Fishery Research"; Dr. Wilbert I Chapman, Special Assistant to the Under Secretary of State, on international fishery relations; in another to be announced.

TUESDAY • January 18

10 A.M. Second General Session

Ballroom, Convention Hall

Presiding: HOWARD T. CUMMING, President National Canners Association

== SYMPOSIUM==

MERCHANDISING OF CANNED FOODS

(Symposium, n. formal interchange of view among several treating a common topic)

Moderator: HAROLD F. PATTERSON, Convention Committee, National Canners Association, of Executive Vice President, Lyndonville Cannie Company, Inc.

Address: ARTHUR EHRENFELD, Director and Assistant Treasurer, Francis H. Leggett & Com

NATIONAL CANNERS ASSOCIATION

Program

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pany, representing National-American Wholesale Grocers Association

Address: CHARLES S. RAGLAND, President, C. B.
Ragland Company, representing United States
Wholesale Grocers Association

Address: FORREST FRASER, Director of Grocery Merchandising, The Kroger Company, representing National Association of Food Chains

Address: JOHN P. HOUCK, Partner, M. W. Houck & Bro., representing National Food Brokers Association

Address: W. T. DAHL, Operating Partner, Dahl's Food Markets, representing National Association of Retail Grocers

Address: HUGH J. DAVERN, Vice President in Charge of Merchandising, Grand Union Company, representing Super Market Institute, Inc.

Address: PAUL S. WILLIS, President, Grocery Manufacturers of America, Inc., representing Grocery Manufacturers of America, Inc.

Address: JOHN L. BAXTER, Partner, H. C. Baxter & Bro., representing National Canners Association

P.M. Canning Problems Conference

Room 20, Convention Hall

Presiding: W. A. BRITTIN, Beech Nut Packing Company

The Practical Value of Careful Retort Operation— Discussion Leaders—D. V. Alstrand and R. Royce, American Can Company

Comparative Merits of Existing Methods of Producing Vacuum in Cans—Discussion Leader— G. T. Peterson, Continental Can Company

Considerations on the Processing of Canned Foods in One Type of Continuous Pressure Cooker—Discussion Leader—P. C. Wilbur, Food Machinery Corporation Nutrient Retention in Canning—A Summary of N.C.A.-CMI Research Results—Discussion Leaders—E. J. Cameron, Washington Research Laboratories, N.C.A., R. W. Pilcher, American Can Company, and L. E. Clifcorn, Continental Can Company

Observations on Use of Stainless Steel and Chromium Plating for the Food Industry—Discussion Leader—R. S. Scull, Burnham & Morrill Company

2 P.M. Raw Products Conference

Room 21, Convention Hall

The conference will be devoted to a round table discussion of special aspects of canner-grower relations. Speakers will be members of the industry and others who have special knowledge of some phases of this question.

WEDNESDAY • January 19

10 A.M. Closing General Session

Room 21, Convention Hall

Presiding: MR. CUMMING

At this session reports will be received from the Committee on Resolutions and other committees and the final convention business of the Association will be completed. The session will close with the installation of the new officers elected at the Opening Session on Monday.

10 A.M. Canning Problems Conference

Room 20, Convention Hall

Presiding: H. H. MOTTERN, H. J. Heinz Company

Tomato Juice Spoilage Studies in 1948—Discussion Leaders—C. W. Bohrer and J. M. Reed, Washington Research Laboratories, N.C.A.

Presterilization of Tomato Juice—Application of In-plant Bacteriological Control — Discussion Leader—I. J. Hutchings, H. J. Heinz Company

Canning Plant Sanitation—Do's and Don'ts— Discussion Leader—N. H. Sanborn, Washington Research Laboratories, N.C.A.

The Place of Cannery Sanitarians under Top Management—Discussion Leader—Vincent W. Barnes, Barron-Gray Packing Company

Studies of Lighting for Canneries—Discussion Leader—H. K. Wilder, Western Branch Laboratories, N.C.A.

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SCHEDULE OF PRINCIPAL EVENTS FOR 1949 CANNERS CONVENTION

(Subject to Revision)

Friday, January 14

- 11 a.m.—Meeting of N.C.A. Buildings Committee, Club Room, Hotel Traymore
- 2 p.m.—Joint Program of National Canners Association and National-American Wholesale Grocers Association, Renaissance Room, Ambassador Hotel
- 7 p.m.—Dinner Meeting of N.C.A. Statistics Committee, Pine Room, Hotel Traymore
- 7 p.m.—Dinner Meeting of N.C.A. Home Economics Committee, Chippendale Room, Hotel Traymore
- 7-10 p.m.—Preview of Machinery and Supplies Exhibit, Convention Hall

Saturday, January 15

- 9:30 a.m.—Meeting of N.C.A. Raw Products Committee, Chippendale Room, Hotel Traymore
- 9:30 a.m.-6 p.m.-Machinery and Supplies Exhibit, Convention Hall
- 10 s.m.—Meeting of N.C.A. Legislative Committee, Club Room, Hotel Traymore
- 10 a.m.—Meeting of N.C.A. Labeling Committee, Mandarin Room, Hotel Traymore
- 12:30 p.m.—Luncheon Meeting of N.C.A. Convention Committee, Pine Room, Hotel Traymore
- 2 p.m.—Meeting of N.C.A. Administrative Council, Stratosphere Room, Hotel Traymore
- 7 p.m.—Annual Dinner Dance under auspices of Canning Machinery & Supplies Association, Claridge Hotel

Sunday, January 16

- 8:30 a.m.—Meeting of Board of Directors, Super Market Institute, Ambassador Hotel
- 10 a.m.—Meeting of N.C.A. Board of Directors, Rose Room, Hotel Traymore
- 1-6 p.m.-Machinery and Supplies Exhibit, Convention Hall
- 2:30 p.m.—Meeting of N.C.A. Eastern Technical Committee on Baby Foods, Room 10, Convention Hall
- 2:30 p.m.—Meeting of Corn Canners Service Bureau, Roof Solarium, Jefferson Hotel
- 4 p.m.—Meeting of Canning Industry Research, Inc., Pine Room, Hotel Traymore

- 6:30 p.m.—Dinner for State Secretaries, Mandarin Room, Hotel Traymore
- 7 p.m .- Old Guard Dinner, Claridge Hotel

Monday, January 17

- 9 a.m.—Meeting of N.C.A. Nominating Committee, Room 1, Convention Hall
- 9:30 a.m.—Annual Meeting, CM&SA, Room B, Convention Hall
- 10 a.m.—Opening General Session, N.C.A., Ballroom, Convention Hall
- 12-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
- 2 p.m.—Joint Conference of N.C.A. Raw Products Bureau and Laboratories, Room B, Convention Hall
- 2 p.m.—N.C.A. Fishery Products Conference, Room 20, Convention Hall
- 4 p.m.—Meeting of N.C.A. Resolutions Committee, Office of the Counsel, Musicians Balcony, Convention Hall
- 7 p.m.—Young Guard Banquet, American Room, Hotel
- 8 p.m.-Raw Products Smoker, Rose Room, Hotel Traymore

Tuesday, January 18

- 9:30 a.m.-6 p.m.-Machinery and Supplies Exhibit, Convention Hall
- 10 a.m.—Second General Session, N.C.A.—"Symposium on Canned Foods Merchandising," Ballroom, Convention Hall
- 2 p.m.—N.C.A. Raw Products Conference, Room 21, Convention Hall
- 2 p.m.—N.C.A. Canning Problems Conference, Room 20, Convention Hall
- 8:45 p.m.—Fred Waring's Band, Entertainment (auspices CM&SA), Warner Theater, 2015 Boardwalk

Wednesday, January 19

- 9:30 a.m.-6 p.m.-Machinery and Supplies Exhibit, Convention Hall
- 10 a.m.—Closing General Session, N.C.A., Room 21, Convention Hall
- 10 a.m.—N.C.A. Canning Problems Conference, Room 20, Convention Hall

PUBLICITY

Canned Foods Price Publicity

Canners continue to send in clippings of price publicity prepared and issued by the N.C.A. Since the beginning of the campaign which enlisted the active cooperation of canners, such publicity is known to have been published in newspapers having a combined circulation of 6,703,119, not counting canning trade papers.

P. J. Ritter Co., Bridgeton, N. J., while reporting publication of the most recent "Market Basket Bargain" in the Bridgeton News (8,130), writes that the same illustration is to be reproduced in a public relations pamphlet to be distributed to a select group of 3,000.

The Littleston Canning Co., Inc., Littleston, Pa., reports another new use of the "Market Basket Bargain." It appeared in two issues of The Evening Sun of Hanover, Pa., as an advertisement paid for by the local members of the N.C.A.

"Market Basket Bargain" also was reproduced in the Springdale, Ark., News (8,130). The clipping was sent in by J. M. Steele, Steele Canning Co. The Marshall Canning Co., Pella, Iowa, a division of Consolidated Grocers Corp., sent in a clipping of the illustration which had appeared in The Pella Chronicle. F. R. Spurgin, secretary-treasurer of the Ozark Canners Association, sent in a clipping of the same chart, from the Northwest Arkansas Times (8,200) of Fayette-ville, Ark.

The Illinois Wholesale Grocers' As-

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sociation, which requested a special supply of price publicity from N.C.A., has sent in a copy of its mimeographed bulletin reproducing the N.C.A.'s latest price publicity sent to the association's membership.

Clippings of other N.C.A. price publicity have been received from the Reinbeck, Iowa, Courier (2,870), the Nebraska City, Nebr., News Press (5,365), and the Beaumont, Tex., Retailer, which is delivered free once a week to consumers in Beaumont.

Nutrition Publicity

Reports and clippings of publicity ensuing from the press conference and exhibit on canned food nutrition, held in Chicago during the November meeting of the Board of Directors, still are being received at Association headquarters.

Pathfinder magazine is the second publication with circulation of over a million to report on the nutrition findings.

As of December 17, the total number of newspapers that have carried the story is 125, representing a total circulation of 17,194,185. The INFOR-MATION LETTER will continue to report this publicity as long as the Association's clipping services continue to send in clippings.

Listed below are the papers and circulation figures represented by clips received by the Association this week, with the totals previously reported:

Americus (Ga.) Tri-Co News (Nov.	
25)	1,613
Baltimore News Post (Dec. 4) Baton Rouge State Times (Nov. 23)	225,605
Baton Rouge State Times (Nov. 23)	22,625
Bowdon (Ga.) Bulletin (Nov. 25)	1,650
Boston Post (Dec. 9) second mention	412,347
Brandon (Miss.) News Brookville (Pa.) American (Dec. 2) Camden (N.J.) County Record (Dec.	2,787
Brookville (Pa.) American (Dec. 2)	2,365
Contradate (III) World (Nov. 94)	1,750
Carbondale (Ill.) Herald (Nov. 26) Carroliton (Ga.) Times Free Press	1,100
Chesterfield (S.C.) Advertiser (Nov.	.,
26)	1,375
Chrisfield (Md.) Post (Nov. 26)	1,300
Clifton Porms (Va.) Raview (Nov.	
17) Collingswood (N.J.) Retrospect (Nov. 25)	2,194
Collingswood (N.J.) Retrospect	
(Nov. 25)	unknown
(Nov. 25) Coral Gables (Fla.) Riviera Times	
(Nov. 80) Frackville (Pa.) Ledger (Nov. 27)	2,928
Frackville (Pa.) Ledger (Nov. 27)	2,300
Franklin (Pa.) News Herald (Dec.	
Hardwick (Vt.) Gazette (Nov. 25)	7,084
Hardwick (Vt.) Gazette (Nov. 25)	1,450
Hopkinton (lowa) Leader (Nov. 25)	1.071
Indiananchia Mossa (Dec 4)	173,882
Lake Crystal (Minn.) Tribune	
	1,260
Lake Ronkonkoma (N.Y.) Mirror Marshfield (Wis.) Journal (Nov. 25)	1,200
Marshfield (Wis.) Journal (Nov. 25)	unknown
Minden (Iowa) News (Nov. 25)	468
Mineral Point (Wis.) Democrat	
Tribune (Nov. 25)	1,114
Nanticoke (Pa.) Press	2,976
New Orleans Item (Nov. 12) Newton (Kans.) Journal (Nov. 24)	90,630
Newton (Kans.) Journal (Nov. 24)	409
Oak Harbor (Ohio) Ottawa County	3,062
Exponent (Nov. 26)	1.020,476
Pathfinder (Dec. 15) Pella (Iowa) Chronicle (Dec. 2)	unknown
Primghar (Iowa) Bell (Nov. 24)	1.618
Pameer (M.I.) Journal (Dec 2)	1,625
Ramsey (N.J.) Journal (Dec. 2) Rock Hill (S.C.) Herald (Nov. 12)	6,394
Rocky Mount (Va.) News-Post	0,000
(Dec. 2)	2,046
Simsbury (Conn.) Herald (Nov. 23)	unknown
Simsbury (Conn.) Herald (Nov. 23) Smithtown Branch (N.Y.)	
Messenger (Dec. 3)	1,400
Messenger (Dec. 8) St. Louis Globe Democrat (Dec. 1)	284,727
Toledo Blade (Nov. 20)	174,789
Toledo Blade (Nov. 20) Tulsa (Okla.) World (Nov. 13)	00 410
second mention	09,413
second mention Tuskegee (Ala.) News (Nov. 25) Winchester (Tenn.) Chronicle (Nov.	1,780
Winchester (Tenn.) Chronicle (Nov.	1.468
25)	1,400
	2,535,031
Circulation already reported	14,659,154
	CO-December Colonial Colonia Colonial Colonial C
Total known circulation	17,194,185

STATISTICS

1948 Pack of Canned Lima Beans 12 Percent Above 1947

The 1948 pack of canned fresh lima beans amounted to 2,476,000 cases on the basis of standard cases 24/2's. The Association's Division of Statistics, in reporting this figure, noted that the pack was about 12 percent greater than a year ago. By can sizes, the pack was as follows:

1948 Pack of Canned Fresh Lima Beans

	24/2	72/8Z	48/1P	24/303	6/10	Total
Green Limas:						
Midget	15,000	81	35	5, 147	551	20,784
Tiny	90, 512	16,541	4,840	85,998	3,472	201,363
Small	160,691	877	13,483	117,660	23,786	316, 497
Medium	97,940		4,847	59, 157	35,338	197,282
Large	149,855	*****	707	350	6,001	156,913
Mixed	103,335		53,449	288, 525	48,048	493, 357
Green & White	643,625	*****	3,838	434, 374	27, 116	1, 108, 953
White	43,671		36, 430	22,537	1, 193	103,831
Total	1,304,629	17,469	117,629	1,013,748	145,505	2,598,980

Army Contract Awards

Canned Applesance—Awards on Bid No. QM-11-183-49-611 were made by Chicago on 5,200 dozen No. 2 cans.

Tomato Pures-Awards on Bid No. QM-11-183-49-630 were made by Chicago on 770 dozen io. 10 cans.

Chili Sauce—Awards on Bid No. QM-04-493-9-108 were made by Onkland on 180,000 12-oz.

Tomate Paste—Awards on Bid No. QM-04-493-49-1023 were made by Oakland on 10,845 dozen No. 10 cans.

Tomate Paste—Awards on Bid No. QM-04-493-49-124 were made by Oakland on 464 dozen No. 10 cans.

Tomate Paste—Awards on Bid No. QM-04-498-49-150 were made by Oakland on 8,075 dozen No. 10 cans.

Fruit Cocktail—Awards on Bid No. QM-04-493-49-140 were made by Oakland on 1,000 dozen No. 10 cans.

Canned Salmon—Awards on Bid No. QM-04-493-49-126 were made by Oakland on 4,788 dozen No. 1 cans.

Canned Salmon—Awards on Bid No. QM-04-493-49-139 were made by Oakland on 7,800 dozen No. 1 cans.

Tomato Purses—Awards on Bid No. QM-11-183-49-629 were made by Chicago on 4,000 dozen No. 2 cans.

Canned Sweetpotatoes—Awards on Bid No. QM-11-183-49-634 were made by Chicago on 9,862 dozen No. 2½ cans.

Invitations to Bid

Quartermaster Purchasing Offices—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oak-land Army Base, Oakland 14, Calif. (Western Branch).

Veterans Administration—Procurement Divi-sion, Veterans Administration Building, Wash-ington 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is \$10,000 or over.

The Army has invited sealed bids to furnish the following:

BLENDED JUICE—51,549 dozen 46-oz. and 42,300 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-644 by Dec. 21.

CANNED SAUERKRAUT—22,258 dozen No. 2½ and 24,255 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-185-49-646 by Dec. 28.

CANNED SAUERKRAUT-1,600 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-183-49-682 by Dec. 28.

ORANGE JUICE—245,291 dozen 26-oz. and 64,288 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-699 by Jan. 5.

ORANGE JUICE—43,628 dozen 46-oz. and 28,864 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-700 by Jan. 5.

The Veterans Administration has requested sealed bids to furnish the following:

Diabstic Fauits—quantities of fruit cocktail, pears, apricots, and pineapple, in No. 2 cans. Bids due under Invitation No. 149-S by Dec. 20.

CANNED SNAP BEANS—4.129 dozen No. 10; 21,987 dozen No. 2, or 15,165 dozen No. 2½ cans. Bids due under Invitation No. 143-8 by Cans. B Dec. 21.

CANNED BWEET CORN—922 dozen No. 10; 4,912 dozen No. 2, or 5,388 dozen No. 2½ cans. Bids due under lavitation No. 144-S by Dec. 28. CANNED FISH—16,668 dozen No. 1 cans of salmon; 34,122 dozen No. 1, or 63,368 dozen No. ½ cans of tuna. Bids due under Invitation No. 150-S by Dec. 28.

CANNED APRICOTS—3,355 dozen No. 10 cans. Bids due under Invitation No. 146-S by Dec. 29.

RAW PRODUCTS

Report on Fertilizer Supply

A report on fertilizer supply issued by the U. S. Department of Agriculture estimates that for the 1948-49 fiscal year supplies of nitrogen will level off at about a 7 percent increase, rather than at the 10 percent increase estimated earlier.

The report also estimates about 5 percent more phosphate and 10 percent more potash than the last fiscal year. The report indicates that nitrogen will continue to be the most troublesome problem, both as to quantity for mixing purposes and for straight application.

Support Prices for Cabbage

The Production and Marketing Administration, U. S. Department of Agriculture, announced in the Federal Register of December 8 that it will purchase cabbage during the fiscal year ending June 30, 1949, in "instances where surpluses exist or appear to be developing and subject to limitations imposed by the capacity of available outlets to utilize supplies without waste and by the amount of funds available for such purchases."

PERSONNEL

Association Officers

Maine Canners Association

Officers of the Maine Canners Association were reelected at the Association's annual convention recently, as follows:

President-Edward R. Elwell, Burnham & Morrill Co., Portland; vice president-Fred H. Bird, Medomak Canning Co., Rockland; and secretarytreasurer-F. Webster Browne, Brunswiek

Georgia Conners Association

Officers of the Georgia Canners Association elected at the Association's annual convention recently are:

President—Ben P. Green, Ploeger-Abbott Co., Waynesboro; first vice president-Fred L. Schumaker, Continental Packing Co., Macon; second vice president—Dr. H. L. Cochran, Pomona Products Co., Griffin; and secretary-treasurer-R. A. Burns, Griffin (reelected).

Association of New York State Conners

Officers of the Association of New York State Canners, Inc., elected at the Association's annual meeting recently are:

President-W. S. Macklem, Curtice Brothers Co., Rochester; vice president—G. M. Pierce, Fairmont Foods Co., Inc., Barker; treasurer-K. M. Ingison, East Williamson; and secretary-W. H. Sherman, Rochester (reelected).

DEATHS

Three Cherry Canners Killed

Three leading figures in the Wisconsin cherry canning industry were killed December 4 when their plane crashed nine miles north of Sturgeon Bay in fog and bad weather. They were Karl S. Reynolds, vice president and treasurer of Reynolds Brothers. Inc., Lougee Stedman, general manager and secretary-treasurer of Fruit Growers Co-operative; and E. L. Kossow, secretary of Reynolds Brothers, Inc

Karl S. Reynolds, who was 49, had long been active in industry and civic affairs. An organizer and first president of the karlonal Cherry Institute, he also had been a member of the National Red Cherry Association, and was active in various offices and committees of the Wisconsin Canners Association. He served the National Canners Association in many capaci-

Mr. Reynolds is survived by his wife and four children, and by three brothers, including Don, who is President of Reynolds Brothers, Inc.

Lougee Stedman, 41, had been on the board of directors of Fruit Grow-(x: Cr-operative since 1939, secretaryta securer since 1942, and general manager since 1946. He is survived by his wife and three children.

Erving L. Kossow, 47, had been with the Reynolds firm 29 years. His wife and one child survive.

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The plane was piloted by Mr. Revnolds, who had been very active in aviation circles.

Charles Kemp Dies

Charles Kemp, 65, president of Kemp Bros. Packing Co., Frankfort, Ind., died at Indianapolis December 3 following a two weeks' illness.

Mr. Kemp was graduated from Indiana University law school and practiced law until his entry into the packing business about 30 years ago. The Kemp brothers are credited with originating and commercializing tomato juice some 25 years ago.

Charles Kemp is survived by his widow, Mrs. Florence Thompson Kemp; a daughter, Janet Kemp; and his brother, Walter.

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